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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

NATIONAL Interim Report No. 1, February 1986

The National Interim Report No. 1 provides data on beginning salary offers for the 1985-86 recruiting season made to students graduating between September 1, 1985 and August 31, 1986. Tables on pages 2 through 5 provide data on a national level for the interim period (January 11 through February 7) and cumulatively (September 1 through February 7). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

The study surveys a fairly consistent population which includes 183 placement offices at 161 colleges and universities throughout the United States. Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded as only an indication.

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ISSN 0196-1004

FEBRUARY 1986
NATIONAL Interim Report No. 1

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates
(Data Combined for Men and Women)

By Curriculum for All Types of Employers	INTERIM PERIOD (1/11/86 through 2/7/86) Number of Offers	Average	Percentiles 90th	50th	10th	CUMULATIVE (9/1/85 through 2/7/86) Number of Offers	Average	Percentiles 90th	50th	10th
BUSINESS										
Accounting	826	$1,789	$2,000	$1,750	$1,608	2,586	$1,769	$1,983	$1,750	$1,583
Business Administration & Mgmt.	122	1,671	2,083	1,620	1,333	455	1,637	2,083	1,600	1,250
Management Information Systems	64	1,981	2,250	2,000	1,625	222	1,897	2,250	1,958	1,450
Marketing & Distribution	179	1,585	1,888	1,583	1,300	498	1,589	1,916	1,583	1,265
HUMANITIES & SOCIAL SCIENCES										
Economics[1]	29	1,675	2,067	1,750	1,250	82	1,649	2,041	1,590	1,270
Humanities	26	1,469	2,000	1,382	1,000	89	1,465	1,933	1,417	1,087
Social Sciences	83	1,405	1,750	1,416	1,000	142	1,456	1,928	1,417	1,000
ENGINEERING										
Aerospace & Aeronautical	32	2,334	2,548	2,343	2,150	175	2,287	2,510	2,300	2,037
Chemical	137	2,463	2,610	2,500	2,292	405	2,443	2,583	2,485	2,250
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	122	2,032	2,425	2,000	1,761	384	2,003	2,385	1,970	1,700
Electrical (incl. Computer Engrg.)	579	2,313	2,557	2,375	1,930	1,855	2,299	2,550	2,362	1,930
Geological	3	2,000	*	*	*	10	2,013	*	*	*
Industrial	94	2,241	2,500	2,225	1,932	310	2,250	2,500	2,275	1,930
Mechanical	308	2,313	2,560	2,350	1,931	1,072	2,292	2,540	2,333	1,931
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	15	2,364	*	*	*	66	2,315	2,500	2,359	2,100
Mining & Mineral	1	2,250	*	*	*	1	2,250	*	*	*
Nuclear (incl. Engrg. Physics)	8	2,326	*	*	*	35	2,269	2,499	2,325	1,933
Petroleum	41	2,809	2,875[+]	2,850[+]	2,675	114	2,755	2,900	2,833	2,416
Engineering Technology	37	2,182	2,381	2,200	2,000	170	2,180	2,416	2,204	1,833
SCIENCES										
Agricultural Sciences	35	1,667	2,100	1,700	1,200	68	1,579	2,100	1,500	1,126
Allied Health Professions	1	1,225	*	*	*	9	1,641	*	*	*
Biological Sciences	1	1,583	*	*	*	12	1,751	*	*	*
Chemistry	9	1,873	*	*	*	31	1,975	2,390	2,000	1,417
Computer Science	187	2,196	2,513	2,212	1,825	643	2,166	2,500	2,200	1,833
Mathematics	23	2,114	2,508	2,250	1,583	67	1,984	2,500	2,000	1,485
Other Physical & Earth Sciences	5	1,607	*	*	*	32	1,834	2,318	2,100	1,167
Totals	2,967					9,533				

[1]Incl. economics programs with both business & social science orientation.
*Not computed for fewer than 20 offers.

[+]Due to a clustering of offers between $2,875 and $2,850 the 90th and 50th percentiles are close in value.

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AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates
(Data Combined for Men and Women)

By Occupational Title For All Types of Employers	INTERIM PERIOD (1/11/86 through 2/7/86) Number of Offers	Average	Percentiles 90th	50th	10th	CUMULATIVE (9/1/85 through 2/7/86) Number of Offers	Average	Percentiles 90th	50th	10th
ADMINISTRATIVE & MANAGEMENT OCCUPATIONS										
Accountants & Auditors	817	$1,793	$2,000	$1,750	$1,625	2,556	$1,770	$2,000	$1,750	$1,583
Business Administration	45	1,567	2,083	1,500	1,000	136	1,632	2,083	1,667	1,041
Financial Analysts	22	1,805	2,166	1,888	1,458	56	1,779	2,167	1,833	1,300
Management Trainee	223	1,636	2,125	1,583	1,250	599	1,603	2,100	1,541	1,200
Personnel & Labor Relations	9	1,443	*	*	*	34	1,606	2,000	1,600	1,106
COMPUTER & MATHEMATICAL OCCUPATIONS										
Computer Programmers	122	2,092	2,392	2,107	1,825	408	2,063	2,400	2,088	1,750
Computer Scientists (incl. Systems Analysts)	147	2,186	2,516	2,206	1,825	432	2,166	2,500	2,200	1,800
Mathematicians/Statisticians	14	2,119	*	*	*	41	1,859	2,458	1,833	1,416
MARKETING & SALES OCCUPATIONS										
Advertising/Marketing	25	1,675	1,940	1,667	1,300	99	1,672	2,083	1,667	1,292
Retail/Wholesale Sales	89	1,600	1,933	1,583	1,200	311	1,610	1,917	1,583	1,250
Technical Sales	40	1,696	2,037	1,625	1,333	107	1,773	2,333	1,675	1,335
ALL OTHER OCCUPATIONS										
Communications Occupations	6	1,369	*	*	*	33	1,710	2,367	1,629	1,196
Engineers (Engrg. Degree Required)	1,310	2,317	2,583	2,375	1,931	4,443	2,292	2,557	2,342	1,930
Farm & Natural Resources Mgmt.	8	1,355	*	*	*	22	1,627	2,291	1,475	1,126
Health-Related Occupations	5	1,318	*	*	*	19	1,526	*	*	*
Insurance & Real Estate Occupations	15	1,748	*	*	*	35	1,709	2,250	1,620	1,400
Production Occupations	21	2,043	2,333	2,000	1,760	70	1,994	2,425	2,056	1,300
Researchers--Nonscientific	7	1,699	*	*	*	21	1,703	2,000	1,646	1,167
Researchers--Scientific	16	1,859	*	*	*	62	2,015	2,548	2,100	1,250
Social Workers & Recreational Workers	17	1,357	*	*	*	25	1,367	1,806	1,350	1,000
Transportation & Distribution	9	1,767	*	*	*	24	1,770	2,167	1,838	1,167
Totals	2,967					9,533				

*Not computed for fewer than 20 offers.

AVERAGE MONTHLY SALARY OFFERS

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(Data Combined for Men and Women)

Master's Degree Candidates
INEXPERIENCED (One year or less
of full-time, nonmilitary employment)

Graduate Program	INTERIM PERIOD (1/11/86 through 2/7/86) Number of Offers	Average	Percentiles 90th	50th	10th	CUMULATIVE (9/1/85 through 2/7/86) Number of Offers	Average	Percentiles 90th	50th	10th
BUSINESS										
Accounting	49	$2,150	$2,500	$2,083	$1,833	194	$2,110	$2,500	$2,100	$1,750
MBA (Nontechnical Undergraduate)	68	2,326	3,000	2,249	1,900	224	2,224	2,725	2,208	1,750
MBA (Technical Undergraduate)	10	2,419	*	*	*	33	2,467	2,917	2,420	2,157
MS-Business (incl. Management, Marketing, Finance, etc.)	23	2,180	2,333	2,167	2,000	42	2,261	2,791	2,167	1,875
Administration (incl. Public, Hospital, etc.)	1	2,666	*	*	*	2	2,208	*	*	*
Industrial Mgmt. (incl. Industrial Administration)	1	1,750	*	*	*	4	2,310	*	*	*
HUMANITIES & SOCIAL SCIENCES										
Humanities	4	1,217	*	*	*	14	1,426	*	*	*
Social Sciences	7	1,636	*	*	*	15	1,591	*	*	*
ENGINEERING										
Chemical	18	2,721	*	*	*	32	2,659	2,808	2,671	2,500
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	13	2,494	*	*	*	44	2,433	2,818	2,475	2,000
Electrical (incl. Computer Engrg.)	73	2,819	3,094	2,833	2,583	162	2,810	3,000	2,833	2,550
Industrial	6	2,762	*	*	*	12	2,718	*	*	*
Mechanical	26	2,767	3,067	2,753	2,583	83	2,721	3,000	2,708	2,333
Metallurgical (incl. Metallurgy & Ceramic Engrg.)[1]	9	2,664	*	*	*	15	2,634	*	*	*
Nuclear (incl. Engrg. Physics)	3	3,078	*	*	*	3	3,078	*	*	*
SCIENCES										
Chemistry	6	2,125	*	*	*	9	2,218	*	*	*
Computer Science	28	2,847	3,072	2,942	2,416	80	2,708	3,000	2,783	2,250
Geology & Related Geological Sciences	8	2,378	*	*	*	19	2,389	*	*	*
Mathematics	1	2,400	*	*	*	9	2,436	*	*	*
Totals	354					996				

*Not computed for fewer than 20 offers.
[1]Previously reported under SCIENCES heading.

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(Data Combined for Men and Women)

AVERAGE MONTHLY SALARY OFFERS

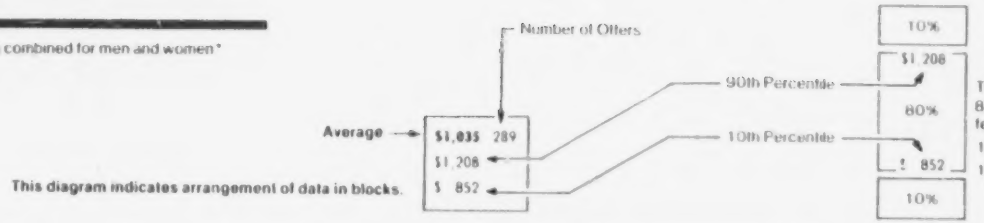
Master's Degree Candidates - EXPERIENCED[1]

Graduate Program	INTERIM PERIOD (1/11/86 through 2/7/86) Number of Offers	Average	Percentiles 90th	50th	10th	CUMULATIVE (9/1/85 through 2/7/86) Number of Offers	Average	Percentiles 90th	50th	10th
Over 1 to 2 years										
MBA--Nontechnical Undergraduate	15	$2,459	*	*	*	60	$2,383	$2,916	$2,333	$1,833
MBA--Technical Undergraduate	3	3,333	*	*	*	11	2,643	*	*	*
Over 2 to 4 years										
MBA--Nontechnical Undergraduate	16	2,384	*	*	*	36	2,392	3,000	2,275	1,875
MBA--Technical Undergraduate	5	2,756	*	*	*	11	2,777	*	*	*
Over 4 years										
MBA--Nontechnical Undergraduate	2	2,621	*	*	*	12	2,333	*	*	*
MBA--Technical Undergraduate	2	3,251	*	*	*	2	3,251	*	*	*
Totals	43					132				
DOCTORAL DEGREE CANDIDATES										
ENGINEERING										
Chemical	7	$3,641	*	*	*	37	$3,532	$3,850	$3,500	$3,333
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	3	3,225	*	*	*	4	2,960	*	*	*
Electrical (incl. Computer Engrg.)	11	3,835	*	*	*	30	3,742	4,167	3,779	3,080
Mechanical	1	2,625	*	*	*	11	3,486	*	*	*
Metallurgical (incl. Metallurgy, Materials Engrg./Science & Ceramics)[2]	3	3,167	*	*	*	14	3,479	*	*	*
SCIENCES										
Chemistry	15	3,108	*	*	*	38	3,049	3,500	3,134	1,750
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	1	2,491	*	*	*	2	2,671	*	*	*
Physics	7	3,451	*	*	*	28	3,505	4,000	3,659	2,500
Totals	48					164				

[1]Years of previous full-time, nonmilitary employment.
*Not computed for fewer than 20 offers.
[2]Previously reported under SCIENCES heading.

Monthly beginning salary offers to all candidates by curriculum and employer

National Interim Report ■ February 1986 ■ Data combined for men and women*



The 90th and 10th percentiles are those salary offers between which 80 percent of the offers in a category are located. Not computed for fewer than 20 offers.

10 percent of the salary offers are higher than the 90th percentile.

10 percent of the salary offers are lower than the 10th percentile.

CURRICULUM	BUSINESS			MANUFACTURING ■ INDUSTRIAL											GOV'T ■ NON-PROFIT		
	Accounting Public	Banking Finance & Insurance	Merchandising (Retail & Wholesale) & Services	Aerospace	Automotive & Mechanical Equipment	Building Materials Mfrs & Construction	Chemicals Drugs & Allied Products	Computers & Business Machines	Electrical & Electronic Mach. & Equip	Food & Beverage Processing	Glass Paper Packaging & Allied Products	Metals & Metal Products	Petroleum & Allied Products (incl Nat Gas)	Research & /or Consulting Organizations	Utilities—Public (incl Transportation)	Federal Government	Local/State Government	Non Profit Orgs & Educational Institutions
BACHELOR'S DEGREE																		
NON-TECHNICAL: Accounting	$1,796 689 $2,000 $1,666	$1,608 9	$1,573 18		$1,691 5		$1,863 15	$1,927 6	$1,888 4	$1,392 2	$1,666 2	$1,710 1	$1,880 51 $2,000 $1,725	$1,875 1	$1,768 7	$1,518 9	$1,481 6	$1,708 1
NON-TECHNICAL: Business Administration (incl Mgmt.)	$1,844 4	$1,596 16	$1,554 52 $1,833 $1,333	$2,058 2	$1,965 3		$2,003 9	$1,518 5	$1,798 10	$1,979 5	$2,083 1		$2,056 4	$1,792 2	$1,609 3	$1,374 4	$1,191 2	
NON-TECHNICAL: Management Information Systems	$2,037 11	$1,732 8	$1,862 7	$1,960 3			$2,417 1	$1,898 4		$2,000 3	$1,792 3		$2,130 15	$1,916 1	$2,046 8			
NON-TECHNICAL: Marketing & Distribution		$1,299 10	$1,557 89 $1,833 $1,322		$1,615 11	$1,794 2	$1,775 12	$1,536 12	$1,647 14	$1,658 10	$1,684 6	$1,250 2		$1,650 2	$1,967 6		$1,285 2	$1,583 1
NON-TECHNICAL: Economics		$1,496 6	$1,261 3							$1,736 3				$1,796 15	$2,067 1	$1,594 1		
NON-TECHNICAL: Humanities		$1,594 4	$1,447 13				$2,029 2			$1,000 1				$1,529 3		$1,196 1		$1,089 2
NON-TECHNICAL: Social Sciences		$1,477 3	$1,404 37 $1,660 $ 917	$1,816 2	$1,354 2		$ 840 1	$1,833 1		$1,448 7	$2,000 1			$1,615 4	$1,200 1	$1,099 4	$1,319 9	$1,381 11
MASTER'S DEGREE—INEXPERIENCED																		
MBA—Nontechnical Undergraduate Degree	$2,102 26 $2,291 $1,900	$2,507 18	$2,403 3		$2,450 1		$2,950 3		$2,317 1	$2,388 7	$2,833 1		$2,435 2	$2,194 5	$2,200 1			
MBA—Technical Undergraduate Degree	$2,583 1	$2,472 3	$2,292 1											$2,380 5				
BACHELOR'S SUMMARY																		
Nontechnical Curricula	$1,800 704 $2,000 $1,666	$1,547 56 $2,000 $1,000	$1,531 219 $1,833 $1,213	$1,947 7	$1,658 21 $2,000 $1,375	$1,794 2	$1,865 40 $2,166 $1,668	$1,679 28 $2,025 $1,333	$1,735 29 $2,000 $1,333	$1,664 31 $2,208 $1,200	$1,724 13	$1,403 3	$1,943 70 $2,138 $1,725	$1,738 28 $2,041 $1,292	$1,871 26 $2,167 $1,500	$1,387 19	$1,353 19	$1,377 15
Technical Curricula	$2,041 16	$1,906 35 $2,333 $1,500	$2,123 56 $2,510 $1,400	$2,355 305 $2,567 $2,150	$2,370 55 $2,595 $2,080	$2,051 83 $2,375 $1,800	$2,398 180 $2,550 $2,185	$2,285 75 $2,500 $2,000	$2,340 276 $2,508 $2,150	$2,274 37 $2,500 $1,760	$2,413 29 $2,641 $2,125	$2,343 34 $2,500 $2,150	$2,603 130 $2,850 $2,320	$2,216 55 $2,516 $1,792	$2,332 83 $2,517 $2,083	$1,864 128 $2,200 $1,559	$1,867 48 $2,103 $1,586	$1,855 13

*Data in block tables are for period 1/11/86 through 2/7/86